

CONTRACT



WHIO-TV
PO Box 809606
Chicago, IL 60680-9606
(855) 333-2676

Contract / Revision 269932 /		Alt Order # 08657141
Product AARP		
Contract Dates 06/12/17 - 06/28/17		Estimate # 6020
Advertiser ISS/AARP American Association of Retired P		Original Date / Revision 06/09/17 / 06/27/17
Billing Cycle EOM/EOC	Billing Calendar Broadcast	Cash/Trade Cash
Property WHIO-TV	Account Executive Philadelphia CoxRep	Sales Office CoxReps Philad
Special Handling		
Demographic Households		
Agency Code TV12856	Advertiser Code 5	Product 1/2 8
Agency Ref 6219		Advertiser Ref

And:

Greer Margolis Mitchell & Burns
3050 K Street, NW
Ste 100
Washington, DC 20007

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	PCode	Rtn	Type	Spots	Amount
1	WHIO	06/12/17	06/23/17	M-F 10a-11a	10:00 AM-11:00 A		:30			P-02		NM	2	\$900.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		06/12/17	06/18/17	MTWTF--				1	\$450.00					
Week:		06/19/17	06/25/17	MTWTF--				1	\$450.00					
2	WHIO	06/12/17	06/23/17	Stephen Colbert	11:35 PM-12:37 X		:30			P-02		NM	4	\$2,400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		06/12/17	06/18/17	MTWTF--				2	\$600.00					
Week:		06/19/17	06/25/17	MTWTF--				2	\$600.00					
3	WHIO	06/12/17	06/23/17	The Price is Right	11:00 AM-12:00 F		:30			P-02		NM	2	\$2,400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		06/12/17	06/18/17	MTWTF--				1	\$1,200.00					
Week:		06/19/17	06/25/17	MTWTF--				1	\$1,200.00					
4	WHIO	06/12/17	06/23/17	Late Late Show: Cord	12:37 XM-1:35 XM		:30			P-02		NM	4	\$1,800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		06/12/17	06/18/17	MTWTF--				2	\$450.00					
Week:		06/19/17	06/25/17	MTWTF--				2	\$450.00					
5	WHIO	06/12/17	06/23/17	NewsCenter 7 @ noon	12:00 PM-12:30 F		:30			P-02		NM	2	\$2,400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		06/12/17	06/18/17	MTWTF--				1	\$1,200.00					
Week:		06/19/17	06/25/17	MTWTF--				1	\$1,200.00					
6	WHIO	06/12/17	06/23/17	NewsCenter 7 5p	5:00 PM-5:30 PM		:30			P-02		NM	2	\$2,800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		06/12/17	06/18/17	MTWTF--				1	\$1,400.00					
Week:		06/19/17	06/25/17	MTWTF--				1	\$1,400.00					
7	WHIO	06/12/17	06/23/17	Early Morning M-F	5:00 AM-6:00 AM		:30			P-02		NM	2	\$1,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		06/12/17	06/18/17	MTWTF--				1	\$500.00					
Week:		06/19/17	06/25/17	MTWTF--				1	\$500.00					
8	WHIO	06/12/17	06/23/17	NewsCenter 7 530p	5:30 PM-6:00 PM		:30			P-02		NM	2	\$3,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					

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<u>Contract / Revision</u> 269932 /		<u>Alt Order #</u> 08657141
<u>Contract Dates</u> 06/12/17 - 06/28/17	<u>Product</u> AARP	<u>Estimate #</u> 6020
<u>Advertiser</u> ISS/AARP American Assc		<u>Original Date / Revision</u> 06/09/17 / 06/27/17

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	PCode	Rtn	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		06/12/17	06/18/17	MTWTF--				1	\$1,500.00					
Week:		06/19/17	06/25/17	MTWTF--				1	\$1,500.00					
9	WHIO	06/12/17	06/23/17	NewsCenter 7 6p	6:00 PM-6:30 PM		:30			P-02		NM	2	\$3,200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		06/12/17	06/18/17	MTWTF--				1	\$1,600.00					
Week:		06/19/17	06/25/17	MTWTF--				1	\$1,600.00					
10	WHIO	06/12/17	06/23/17	Daybreak Edition 6a	6:00 AM-7:00 AM		:30			P-02		NM	2	\$2,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		06/12/17	06/18/17	MTWTF--				1	\$1,000.00					
Week:		06/19/17	06/25/17	MTWTF--				1	\$1,000.00					
11	WHIO	06/12/17	06/23/17	CBS This Morning	7:00 AM-9:00 AM		:30			P-02		NM	6	\$6,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		06/12/17	06/18/17	MTWTF--				3	\$1,000.00					
Week:		06/19/17	06/25/17	MTWTF--				3	\$1,000.00					
12	WHIO	06/12/17	06/23/17	M-F 9a-10a	9:00 AM-10:00 AM		:30			P-02		NM	2	\$800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		06/12/17	06/18/17	MTWTF--				1	\$400.00					
Week:		06/19/17	06/25/17	MTWTF--				1	\$400.00					
13	WHIO	06/12/17	06/25/17	M-Su 11p News	11:00 PM-11:35 P		:30			P-02		NM	4	\$6,600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		06/12/17	06/18/17	MTWTFSS				2	\$1,650.00					
Week:		06/19/17	06/25/17	MTWTFSS				2	\$1,650.00					
14	WHIO	06/12/17	06/19/17	Mon Prime Hour 3	10:00 PM-11:00 P		:30			P-02		NM	2	\$5,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		06/12/17	06/18/17	1-----				1	\$2,500.00					
Week:		06/19/17	06/25/17	1-----				1	\$2,500.00					
15	WHIO	06/17/17	06/24/17	CBS This Morning Sa	10:00 AM-12:00 P		:30			P-02		NM	2	\$1,600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		06/12/17	06/18/17	-----1-				1	\$800.00					
Week:		06/19/17	06/25/17	-----1-				1	\$800.00					
16	WHIO	06/17/17	06/24/17	NewsCenter 7 Noon S	12:00 PM-12:30 P		:30			P-02		NM	2	\$350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		06/12/17	06/18/17	-----1-				1	\$175.00					
Week:		06/19/17	06/25/17	-----1-				1	\$175.00					
17	WHIO	06/17/17	06/24/17	NewsCenter 7 Sa 6a	6:00 AM-7:00 AM		:30			P-02		NM	2	\$700.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		06/12/17	06/18/17	-----1-				1	\$350.00					
Week:		06/19/17	06/25/17	-----1-				1	\$350.00					
18	WHIO	06/17/17	06/24/17	NewsCenter 7 Sa 8a	8:00 AM-10:00 AM		:30			P-02		NM	2	\$1,800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		06/12/17	06/18/17	-----1-				1	\$900.00					
Week:		06/19/17	06/25/17	-----1-				1	\$900.00					
19	WHIO	06/18/17	06/25/17	Face The Nation	10:30 AM-11:30 A		:30			P-02		NM	2	\$2,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		06/12/17	06/18/17	-----1				1	\$1,000.00					
Week:		06/19/17	06/25/17	-----1				1	\$1,000.00					

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<u>Contract Dates</u> 06/12/17 - 06/28/17		<u>Product</u> AARP
<u>Advertiser</u> ISS/AARP American Assc		<u>Estimate #</u> 6020
		<u>Original Date / Revision</u> 06/09/17 / 06/27/17

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	PCode	Rtn	Type	Spots	Amount
20	WHIO	06/18/17	06/25/17	WHIO Reports	11:30 AM-12:00 F		:30			P-02		NM	2	\$800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>						
Week:		06/12/17	06/18/17	-----1	1			\$400.00						
Week:		06/19/17	06/25/17	-----1	1			\$400.00						
21	WHIO	06/18/17	06/25/17	NewsCenter 7 Noon S	12:00 PM-12:30 F		:30			P-02		NM	2	\$700.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>						
Week:		06/12/17	06/18/17	-----1	1			\$350.00						
Week:		06/19/17	06/25/17	-----1	1			\$350.00						
E 22	WHIO	06/18/17	06/25/17	NewsCenter 7 6p Su	6:00 PM-7:00 PM		:30			P-02		NM	1	\$1,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>						
Week:		06/12/17	06/18/17	-----1	1			\$1,000.00						
Week:		06/19/17	06/25/17	-----1	1			\$1,000.00						
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>			<u>Type</u>		
	2	WHIO	06/19/17-06/25/17	NewsCenter 7 6p Su	6:00 PM-7:00 PM	-----Su	:30		\$1,000.00			NM		
	Credited													
23	WHIO	06/18/17	06/25/17	CBS Su Morning	9:00 AM-10:30 AM		:30			P-02		NM	2	\$2,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>						
Week:		06/12/17	06/18/17	-----1	1			\$1,000.00						
Week:		06/19/17	06/25/17	-----1	1			\$1,000.00						
24	WHIO	06/13/17	06/20/17	Tue Hour1	8:00 PM-9:00 PM		:30			P-02		NM	2	\$7,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>						
Week:		06/12/17	06/18/17	-1-----	1			\$3,500.00						
Week:		06/19/17	06/25/17	-1-----	1			\$3,500.00						
N 25	WHIO	06/28/17	06/28/17	NewsCenter 7 @ noon	12p-1230p		:30			P-02		NM	1	\$1,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>						
Week:		06/26/17	07/02/17	--1----	1			\$1,000.00						
Totals								0.00					58	\$59,250.00

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
05/29/17 - 06/25/17	57	\$58,250.00	(\$8,737.50)	\$49,512.50
06/26/17 - 06/28/17	1	\$1,000.00	(\$150.00)	\$850.00
Totals	58	\$59,250.00	(\$8,887.50)	\$50,362.50

Signature: _____ **Date:** _____

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REP HEADLINE# 8657141 TRF# 269932
\$\$\$ MOD# 0: UNAPPROVED REV #1 \$\$\$
REP: TEL# 610-293-4100
ORDER WORKSHEET
FAX# 610-225-1191
HARRIS REPORT FROM REP
JUN27/17 12.04
***CHANGES**
*** WHIO-TV ***

FAX# 610-225-1191
HARRIS REPORT FROM REP
CHANGES
JUN27/17 12.04
*** WHIO-TV ***

REP: TEL# 610-293-4100
ORDER WORKSHEET

ADV # _____ ADV. NAME _____ ISS / AARP _____ REP. # _____ OFF. # _____ SALESMAN # _____

AGY #	AGY. NAME	BUYER NAME
	GREER, MARGOLIS, MITCHELL	THOMAS PINO

3050 K ST NW,
SALES PRSN PH- NICK WELTE

WASHINGTON, DC 20007

ORDER # _____ CONTRACT # 8657141 _____ CLASS: NATL. LOCAL REGIONAL

PRDCT	AARP	EST#6020	COMMENTS: (LINE, ORDER, INVOICE)
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FLIGHT DATES	JUN12/17	JUN28/17	WK-3

CITY TAX _____ STATE TAX _____ CO-OP BILLING NEEDED _____
DATE JUN27/17 12.04

REP: OFFER ADDED TO M1 AND OK'D
SEE LINE 25
TOTAL SAME
PLS CNF THANKS
JARED

CON CM ***** THIS IS A CASH IN ADVANCE SCHEDULE *****

ALL INVOICES ARE TO BE SENT TO:
GREER MARGOLIS
3050 K ST NW
WASHINGTON, DC 20007

:LINE#:	REP	:CD:	TIME PERIOD	:LGTH:	:SEC:	RATE	:START DATE:	:END DATE:	SPTS /WK:	WEEK INVT:	DAYS	:TOTL: :SPTS:
AGENCY ADVERTISER CODE = 5 AGENCY PRODUCT CODE = 8 AGENCY EST# = 6020												
22	E		600P-700P	30		\$1,000.00	6/18	6/18	1		SUN	1
22	E		600P-700P	30		\$1,000.00	6/25	6/25	0		SUN	0
PROGRAM : NEWS CENTER 7 (INCLUDES CBS NEWS) ORD COM1: ELEMENT AT POSTION 1 IN DAYDETAILEDPERIOD IS RATE CON COM1: NEWS CENTER 7 (INCLUDES CBS NEWS)												

REP HEADLINE# 8657141 TRF# 269932 REP: TEL# 610-293-4100 FAX# 610-225-1191
\$\$\$ MOD# 0: UNAPPROVED REV #1 \$\$\$ ORDER WORKSHEET HARRIS REPORT FROM REP JUN27/17 12.04
*** CHANGES *** *** WHIO-TV ***

:LINE#	:REP	:CD	:TIME PERIOD	:LGTH	:SEC	:RATE	:START DATE	:END DATE	:SPTS/WK	:WEEK INVT	:DAYS	:TOTL SPTS
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25	A		1200N-1230P	30		\$1,000.00	6/28	6/28	1		WED	1
PROGRAM : NEWS												
ORD COM1: SPOT DID NOT RUN DUE TO SPORTS												
THIS IS A MAKE-GOOD FOR JUN25 ON LINE-22 FOR 1 SPOT/WK												
STATION MAKEGOOD OFFERS:												
M1	OK'D		BUY#22									
			MISSED: SUN/600P-700P				JUN25		30S	\$1,000.00	(JUN27/17)	
			OFFER: WED/1200N-1230P				JUN28		30S	\$1,000.00	PLS ADVISE.	
CMT: SPOT DID NOT RUN DUE TO SPORTS												

JUN/17	58250.00	JUL/17	\$1,000.00																		
CONTRACT TOTAL 59250.00																					
TOTAL SPOTS 58																					

MARKET TOTALS \$101,720 WHIO 58% WDTN 15% WKEF 10% WRGT 12% CABL 0% WBDDT 5%

SVC- NSI
DEMOS- RA35+*

MOD CODE A-ADD B-BUY TYPE C-CANCELLED DE-DELETE E-EFF DATES L-LENGTH M-MAKEGOOD N-PROGRAM NAME
P-CLASS, PLAN, SECT Q-PAID PGM R-RATE S-SPOTS PER WEEK T-TIME X-LATE Y-DAYS Z-COMMENTS *-MULTIPLE